

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 298th  
MEETING OF THE BOARD OF COMMISSIONERS October 26, 2006**

**A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on October 26, 2006 at 9:00 a.m. pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.**

**Board members present were Chairman, David A. Duffy, Commissioners, Paul MacDonald, Jerry Massa, Dave Gavitt, George Nee, Jeff Hirsh, Dale Venturini, Marianne Corr, Bernie Buonanno and Bernie Buonanno.**

**Jason Fowler was unable to attend**

**Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kerrie Bennett, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Neil Schriever and Martha Sheridan, PWCVB; Tim Muldoon, John McGinn and Debbie Tuton, SMG/RICC; Larry Lepore, Eleanor SanAntonio, Bob Cappalli and Cheryl Schadone, SMG/DDC; Larry Bacher, Gilbane; Andrea Stape, Providence Journal; Steve MacDonald, O. Ahlborg & Sons; Robert Bromley, Senate Fiscal Office; Sharon Reynolds, House Fiscal Staff, and Eileen Smith, Recording Secretary. CALL TO ORDER**

**Recognizing a quorum, Chairman Duffy called the meeting to order at**

**9:05 a.m.**

**APPROVAL OF MINUTES** Chairman Duffy entertained a motion to accept the minutes of the 297th meeting, September, 2006. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Massa it was unanimously **VOTED:** to approve the minutes as distributed

Chairman Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail.

Chairman Duffy reminded the Commissioners that the November committee meetings would be held on Monday, November 27th at 3:00 p.m. and the board will meet on Wednesday, November 29th at 9:00 a.m.

Chairman Duffy asked Mr. McCarvill to present the financial highlights. Mr. McCarvill reported that for the month of September the Dunkin' Donuts Center was positive to budget by \$60,000 due to good results from the only event held, American Idol, and strong ticket sales commissions earned for future events. Year to Date the Dunkin' Donuts Center is \$196,000 positive to budget due to improved advertising revenue and lower expenses attributable to combined purchasing initiatives and less labor expense due to reduced event activity.

The Rhode Island Convention Center is \$204,000 positive to budget

and \$166,000 to prior year due to strong Food & Beverage sales and transient parking revenues. Year to Date the Convention Center is \$315,000 positive to budget and \$164,000 to prior year again on the strength of Food & Beverage and parking revenues. Notable events in the period were New England States Consortium of Systems Organizations, MMIS Convention, National Society of Accountants and National Autism Society.

Combined Year to Date figures including the Authority are \$500,000 positive to budget.

Mr. McCarvill noted the inclusion of the Audit Committee minutes and asked that they be approved since the committee would most likely not meet again in the near future.

Upon a motion duly made by Mr. MacDonald and seconded by Mr. Massa it was unanimously VOTED: to approve the minutes as distributed

## **DUNKIN' DONUTS COMMITTEE**

Mr. Duffy asked Mr. Lepore to report on events at the Dunk. Mr. Lepore said that the new scoreboard is being operated on a limited scope while the staff is learning what it can do. He stated patrons are arriving early to events to see their pictures on the board. Mr. Lepore noted some upcoming shows such as Christina Aguilera, Disney on

**Ice and Disturbed. Mr. Lepore reported that the staff is concentrating on customer service and improvement of the facility. He said that we are moving in the right direction.**

**Ms. Bennett reported that renovations are on pace and schedule. The foundation work for the suites on Aborn Street begins next week. Ms. Bennett noted that five bid packages were being prepared by Gilbane this week for various components of the project. Ms. Bennett reported that if the War Memorial was to be placed at the State House legislation is required. Ms. Bennett also reported that artists will be on site this week to view the facility. At a future date they will submit their ideas for the public art. Ms. Bennett noted that members of our engineering team will be in town this week.**

## **CONVENTION CENTER COMMITTEE**

**Mr. Massa reported that Mr. Muldoon and Mr. McGinn had been asked to research the need for additional meeting and ballroom space. He asked Mr. Muldoon to address the Board with the findings. Mr. Muldoon and Mr. McGinn presented their report (attached). Mr. Massa thanked them for a great presentation. Discussions ensued regarding the effect that adding a ballroom to the west lobby would have on the Rotunda Room and the new Junior Ballroom. Mr. Muldoon stated that the more and more the Rotunda Room is being used as a pre-function space for the ballroom. He continued that having a lobby level space would free up the Rotunda for this**

purpose. Mr. Duffy asked Mr. Muldoon if he felt strongly that a ballroom in the West Lobby would not jeopardize the Junior Ballroom space. Mr. Muldoon responded that a lobby level space would not harm the Junior Ballroom. Mr. Gavitt cautioned that until the casino is voted on we should not go forward. Mr. Duffy agreed.

Mr. Massa noted that Ms. Tuton had prepared a report indicating the anticipated combined purchasing savings. Ms. Tuton distributed a report on the anticipated savings of \$151,000 in utility costs, telephone services, waste management and several other areas (attached) by combining the purchasing needs of both facilities. Mr. Massa said that he wanted the Board to realize the degree of scrutiny being shown by Ms. Tuton and the staff. The Commissioners congratulated Ms. Tuton.

Mr. Massa reported that all other projects are moving along.

## **MARKETING COMMITTEE**

Ms. Venturini stated that she had been ill and unable to attend the Marketing Committee meeting. She noted that because of a lack of quorum no official meeting had taken place. Ms. Venturini was pleased to report that because of the efforts of the Marketing Committee there have been signs erected on the highway. Ms. Venturini gave a brief history of the committee's involvement.

**Ms. Venturini asked Mr. Schriever to update the Board on September CVB activity. Mr. Schriever's reported definite bookings, room nights and tentative bookings were higher for the month of September 2006 compared to the same period last year. He said that Convention Center bookings and associated room nights were also ahead of last year. Mr. Schriever reported that definite bookings include;**

- Am. Soc. of Ichthyologists & Herpetologists – 07/10 – 3215 room nights**
- Bank of America – 10/06 – 363 room nights**
- New England Booksellers Association – 09/07 – 442 room nights**
- RE/MAX of New England – 01/07 – 320 rm nts**

**Tentative bookings include;**

- Staples – 05/08**
- Veterinary Dental Forum – 10/08**
- North American Lake Management Society – 10/09\**
- REFORMA – 09/08**

**Other Bookings**

- Coalition of New England Companies for Trade – 11/06 & 04/07**
- New England Museum Association – 11/08**
- US Geological Survey – Summer 07**
- The Mended Hearts – 05/08**

**Mr. Schriever noted several upcoming site inspections**

- **Conference for Food Protection – April 2010 – 1500 room nights**
- **National Assn for Credit Management – Small programs – 2007**
- **Tedeschi Food Shops – March 2007 – 320 room nights**
- **Restore America's Estuaries – October 2007 – 1400 room nights**
- **National Center for Homeopathy – April 2008 – 380 room nights**

**Mr. Schriever said that the CVB staff had participated in several travel shows in Maine, Washington DC, New York City, Philadelphia/So. New Jersey, No. New Jersey, Denver, Twinsburg OH.**

**Mr. Schriever reported that the CVB had attended Trade Shows - Affordable Meetings DC, TEAMS where they met with 81 clients and are now reviewing leads.**

**Chairman Duffy noted that a luncheon had been held for the Athletic Directors of the colleges and universities in the State. Mr. Gavitt reported that the luncheon was a success and has generated a great deal of dialogue among those in attendance. He said that a "Fan Fest" is being discussed for next November. The event would make use of both facilities. Ms. Bennett indicated that another meeting is planned for January or February. She noted that the colleges and universities were unaware of the assistance that the CVB could offer.**

**Mr. Duffy asked Cheryl Schadone to report on the Dunkin' Donuts Center. Ms. Schadone noted that the scoreboard has enhanced the**

fan experience. She said that the Hope students are doing a great job and that the program has been a community outreach success. Ms. Schadone announced that the Providence Bruins would offer a family night called a “forty four for 4” The \$44.00 family package will include 4 tickets, 4 hot dogs and 4 drinks.

Ms. Schadone was pleased to report \$95,000 in sponsorships for the Festival of Trees. She stated that her goal of \$100,000 is within reach.

Chairman Duffy asked Mr. McCarvill the status of the office relocation. Mr. McCarvill reminded the Board that the staff of the Dunkin’ Donuts Center and the Bruins will be displaced because of construction and that the Authority’s lease with the Procaccianti Group will expire before the office space in the Dunkin’ Donuts Center is ready for occupancy. He said that he had looked at a couple of buildings and spoken with Mr. Voccolla of the Procaccianti Group about our remaining in current space and moving the Dunk and Bruins staff into the CVB space. Mr. McCarvill noted that we need to be as close as possible to both facilities. He also noted that finding ideal space for a short term lease could be problematic.

Mr. Duffy reminded the Board of the change to the meeting dates for November.

Hearing no further business Mr. Duffy entertained a motion to



**adjourn. Upon a motion duly made by Mr. Butler and seconded by Ms. Corr it was unanimously**

**VOTED: to adjourn at 10:20 a.m.**